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executives. After the last currency reform [1952] the Bulgarian regime increased the monthly salary rates but reduced the amount of commission. This made a salary of 320 Leva plus a commission of 2% in the case of fire insurance agents. Similar salary and commission changes came into effect in all other branches of insurance.

5. "The present system has completely eliminated competition among insurance agents, since every agent has approximately the same fixed salary and has been assigned a fixed area within which to operate. Should he insure a client from another area than his own, he loses the right to claim the commission for such contract.
7. "The State Insurance Institute continues to pay out amounts due on previously contracted policies, but neither old nor newly insured persons have the right to discontinue policies. Fire insurance policies are forcibly renewed. If the insured refuses to continue payments, the insured property goes to the auctioneer.
8. "Life insurance policy premiums are paid in 52 installments. Each week the agent comes and sticks a stamp in the holder's insurance book. Life insurance policies cannot be discontinued. If a person attempts to discontinue his policy the State Insurance Institute arranges with his employer for automatic deductions of the premium installments from his salary. If the person loses his or her job and regular payments are interrupted because no such deductions can be made, the insured loses all claims to installments previously paid.
9. "At the beginning of 1953 rumors were circulating in Bulgaria that compulsory life insurance would be introduced for all."

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